

Message Text

UNCLASSIFIED

PAGE 01 MANILA 06000 141748Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----016457 141750Z /64

P R 141118Z APR 78
FM AMEMBASSY MANILA
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 4365

UNCLAS MANILA 6000

COMMERCE FOR OIM/BIC RKELLY/LLOFUS

E.O. 11652: N/A
TAGS: BEXP, RP
SUBJ: MEDICAL, LABORATORY & SCIENTIFIC INSTRUMENTATION EXHIBIT

REF: MARTIN - KELLY TELCON OF 4/13/78

1. THE RESULTS OF OUR INTENSIVE TELEPHONE CAMPAIGN TO
RECRUIT ADDITIONAL COMPANIES FOR SUBJECT EXHIBITION ARE
AS FOLLOWS:

NAME OF COMPANY/REPRESENTATIVE	STATUS
A. MARSMAN & CO.	THEIR SUPPLIER DYNATECH HAS
MR. GEORGE DRYSDALE	SIGNED UP FOR THE EXHIBITION.
PRESIDENT	MR. DRYSDALE HOPES TO BE ABLE
	TO PURSUADE OTHER SUPPLIERS
	TO JOIN.
B. G. D. SEARLE	COMPANY IS PRESENTLY DIVESTING
MR. JAMES D. BLACK	OF MANY INTERSTS PARTICULARLY
VICE PRESIDENT &	IN THE MEDICAL EQUIPMENT FIELD.
GENERAL MANAGER	SEARLE WILL DEFINITELY NOT
	PARTICIPATE, BUT FIRM WILL ORGANIZE
	A SOLO EXHIBITION TO INTRODUCE

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MANILA 06000 141748Z

THEIR ULTRASOUND EQUIPMENT.

C. AHS/PHILIPPINES, INC. MR. ANDRADA WILL MEET WITH U.S.
DR. JOSE GOCO SUPPLIER REGARDING STATESIDE
PROMOTIONS MANAGER PARTICIPATION. THEY WILL BE
BACK WITH ANSWER BY APRIL 25.

D. ASSOCIATED DRUGS, INC. WILL PARTICIPATE IN SHOW WITH
MR. JUN SANCHEZ PRINCIPALS: BURDICK, BOSTON, MASS.
GENERAL MANAGER VERNITRON MEDICAL PRODUCTS,
NEW JERSEY (SIGNED UP ALREADY)
STILL WORKING ON PRORATION OF
PAYMENT.

E. EASTMAN CHEMICAL INDUSTRIES, STILL WORKING IT OUR WITH U.S.
INC. SUPPLIERS. POSSIBLE PARTICIPANT:
MR. EDMUND MAPUA COLEMAN INSTRUMENTS, ILLINOIS.
GENERAL MANAGER

F. AMES ENTERPRISES (A DIVISION LEAVING FOR U.S. SOON AND WILL
OF PHARMA INDUSTRIES, INC.) DISCUSS WITH SUPPLIERS REGARDING
MR. RAUL A. MADRANG EXHIBITION.
SALES MANAGER

G. GOLDEN BAT ENTERPRISES BICO, INC. PROBABLY PARTICIPATING
MR. MARIANO L. LEE IN EXHIBITION.
GENERAL MANAGER

H. KUENZLE & STREIFF PICKER INTERNATIONAL CORPORATION
MR. LEO PRUDENTE TO COMMUNICATE WITH USDOC AND IS
SALES MANAGER EID SUPPOSED TO BRING IN EQUIPMENT.
MANILA COMPANY HAS RECEIVED
CORRESPONDENCE REGARDING DESIRE

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 MANILA 06000 141748Z

TO PARTICIPATE.

I. THE PHARMEDIC CORPORATION NOT INTERESTED IN PARTICIPATING.
MR. ELADIO DE LEON
MANAGER, INSTITUTE DEPT.

J. GENERAL ELECTRIC, INC. PRESENTLY MAKING STUDIES AND
MR. MANUEL TUGADE RECOMMENDATIONS. POSSIBLE
MANAGER, MEDICAL SYSTEMS PARTICIPANT, DMSD CO.
SALES

K. MEDICAL CENTER DRUG CORP. CHARLES JUHN, INTERNATIONAL
MR. ANGELO V. ADMANA EXPORT MANAGER OF FISHER
MANAGER SCIENTIFIC CO. IS CONTACT,
AND PRESENTLY COMMUNICATING
WITH U.S. DEPARTMENT. WILL BE
SENDING EQUIPMENT. MANILA COMPANY
SENT A LIST OF ITEMS NEEDED FOR
EXHIBIT.

I. AMERESCO COMMERCIAL & NONE OF U.S. SUPPLIERS INTERESTED
INDUSTRIAL COMPANY IN PARTICIPATING IN EXHIBIT.

MR. DANILO BATOL
SALES MANAGER, SYSTEMS
ENGINEERING DIVISION

M. AMERICAN OPTICAL CO. HAS WRITTEN TO REGIONAL OFFICE IN
MR. RAY GARCIA HONG KONG. MANAGER ARRIVING APRIL
DIVISION MANAGER, ELECTRO- 24, WILL MAKE DECISION TO PARTICIPATE
MEDICAL DIVISION OR NOT.

N. ONLINE ADVANCED SYSTEMS STILL DISCUSSING THE POSSIBILITY
CORPORATION OF PARTICIPATING WITH HEWLETT
MR. PIDO AGUILAR PACKARD USA. CONTACT PERSON IS TONY
ABBIS, ANALYTICAL INSTRUMENT MANAGER,
FAR EAST REGION. HAVING PROBLEM OF

UNCLASSIFIED

UNCLASSIFIED

PAGE 04 MANILA 06000 141748Z

COST. ONLY ANALYTICAL EQUIPMENT TO
BE DISPLAYED.

O. WARME CHEMICAL CORP. WAS NOT AWARE OF EXHIBITION. EMBASSY
MR. EDWIN DAMIAN WILL PROVIDE DETAILS APRIL 17.
DIVISION MANAGER,
ENVIRONMENTAL CONTROL &
INDUSTRIAL PROCESS DIVISION

P. DOMESTIC TRADING, INC. EXPRESSED DESIRE TO PARTICIPATE BUT
MR. EUSTAQUIO ACERO COMPLAINED REGARDING THE EXHIBITION F
E
E.
PRESIDENT

2. WE WILL FOLLOW UP WITH ABOVE AND THE FOLLOWING COMPANIES
AND WILL INFORM THE DEPARTMENT OF RESPONSES - ASAP:

A. ENGINEERING EQUIPMENT, INC.
MR. RAY BANTOLO
LABORATORY INSTRUMENT DIVISION

B. OTALCO CORPORATION
MR. VICENTE DY SUN, JR.
PRESIDENT

C. MEDECOR PHILIPPINES, INC.
MR. JOSE LAVARRO
PRESIDENT

D. ELASCO INTERNATIONAL CORPORATION
MR. MANUEL GONZALES
MANAGER
UNCLASSIFIED

UNCLASSIFIED

PAGE 05 MANILA 06000 141748Z

E. KODAK PHILIPPINES, INC.
MR. GORDON TUBBS
PRESIDENT

STULL

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 14 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978MANILA06000
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780161-0224
Format: TEL
From: MANILA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780455/aaaabuni.tel
Line Count: 181
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: fb9e01b0-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 MARTINIQUE 4
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2963573
Secure: OPEN
Status: NATIVE
Subject: MEDICAL, LABORATORY & SCIENTIFIC INSTRUMENTATION EXHIBIT
TAGS: BEXP, RP
To: COM
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/fb9e01b0-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014